

LORILLARD TOBACCO COMPANY
ONE PARK AVENUE
NEW YORK NY 10016-5895

WESTERN
UNION MAILGRAM



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LASB

1740430004
SATO-DISTRIBUTING CO INC
2267 SAYBROOK AVE
COMMERCE CA 90040-1719

MARCH 12, 1993

TO OUR CUSTOMERS:

EFFECTIVE WITH SHIPMENTS OF MARCH 15, 1993, THE LIST PRICE
OF OUR CIGARETTES IS INCREASED AS FOLLOWS:

ALL BRANDS PREVIOUSLY BILLED AT \$71.10 WILL BE BILLED AT
\$72.10 PER THOUSAND.

ALL BRANDS PREVIOUSLY BILLED AT \$72.60 WILL BE BILLED AT
\$73.60 PER THOUSAND.

ALL BRANDS PREVIOUSLY BILLED AT \$51.45 WILL BE BILLED AT
\$52.45 PER THOUSAND.

ALL BRANDS PREVIOUSLY BILLED AT \$52.70 WILL BE BILLED AT
\$53.70 PER THOUSAND.

THE LIST PRICE OF ALL KENT PACKINGS IN THE STATE OF MONTANA
IS INCREASED BY \$1.00 PER THOUSAND CIGARETTES.

AS SOON AS IS PRACTICABLE, WE WILL ISSUE YOU A CREDIT
MEMORANDUM FOR THE DIFFERENCE BETWEEN THE OLD AND NEW PRICE,
LESS 3.25 PERCENT, COVERING TWO WEEKS' AVERAGE PURCHASES FOR
THE SIX-MONTH PERIOD ENDING DECEMBER 31, 1992.

WE APPRECIATE YOUR COOPERATION AND THANK YOU FOR YOUR
CONTINUING INTEREST IN THE MARKETING OF OUR PRODUCTS.

LORILLARD

17:49 EST

MMCOMP

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MAR 16 '93 15:12

To reply by Mailgram Message, see reverse side for Western Union's toll-free numbers.

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